

What is claimed is:

1. A method for generating an overall rating that reflects the fitness of a set of seller's background information as compared to a set of buyer's job requirements, said method comprising the steps of:
  - 5 a) reducing the set of seller's background information into a plurality of seller knowledge elements;
  - b) reducing the set of buyer's job requirements into a plurality of buyer knowledge elements;
  - 10 c) applying one or more weights to at least one common knowledge element that is common between said plurality of seller knowledge elements and said buyer knowledge elements; and
  - d) generating the overall rating in accordance with said weighted at least one common knowledge element.
- 15 2. The method of claim 1, wherein said knowledge elements relate to a plurality of skills of the seller.
3. The method of claim 2, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with a knowledge category.
- 20 4. The method of claim 3, wherein said knowledge category comprises a skill, a role and an industry knowledge.
- 25 5. The method of claim 2, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with a buyer's interest level.
- 30 6. The method of claim 2, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with a buyer's desired years of experience.

7. The method of claim 2, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with a buyer's desired recency in years of experience.

5 8. The method of claim 1, wherein said knowledge elements relate to an educational background of the seller.

9. The method of claim 8, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with 10 relevance of said educational background of the seller.

10. The method of claim 8, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with a type of educational background component of said educational background of the 15 seller.

11. The method of claim 10, wherein said type of educational background component comprises an institution, a degree, a major and a grade point average (GPA).

20 12. The method of claim 1, wherein said knowledge elements relate to a certification of the seller.

13. The method of claim 12, wherein said applying step c) applies a 25 weight to said at least one common knowledge element in accordance with a certification rating corresponding to said certification.

14. The method of claim 12, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with a 30 dilution of certification.

15. The method of claim 12, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with a certification level.

16. The method of claim 12, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with a verification of the certification.

5 17. The method of claim 12, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with a buyer's level of interest.

10 18. The method of claim 12, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with a knowledge category.

15 19. The method of claim 18, wherein said knowledge category comprises a skill, a role and an industry knowledge.

20. The method of claim 1, wherein said knowledge elements relate to a work experience background of the seller.

20 21. The method of claim 20, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with a commitment level.

25 22. The method of claim 20, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with a relevance level.

30 23. The method of claim 20, wherein said applying step c) applies a weight to said at least one common knowledge element in accordance with an aging level.

24. The method of claim 1, wherein said knowledge elements relate to a plurality of skills, an educational background, a certification, and a work experience background of the seller.

35 25. The method of claim 1, further comprising the step of:

e) adjusting said overall rating in accordance with information provided by a third party service provider.

26. The method of claim 25, wherein said information provided by said 5 third party service provider comprises verification information pertaining to the seller's background information.

27. The method of claim 25, wherein said information provided by said 10 third party service provider comprises testing information pertaining to the seller's performance on a test.

28. The method of claim 25, wherein said information provided by said third party service provider comprises training information pertaining to the seller's completion on a training program.

15 29. The method of claim 1, wherein said knowledge elements comprise a skill possessed by the seller, a role held by the seller or an industry knowledge possessed by the seller.

20 30. The method of claim 1, wherein said applying step c) comprises the step of:

1) assessing near miss knowledge elements.

31. The method of claim 1, further comprising the step of:  
25 e) adjusting said overall rating in accordance with a freshness education level.

32. The method of claim 1, further comprising the step of:  
30 e) adjusting said overall rating in accordance a penalty measure that correlates to an accruement of missing buyer knowledge elements.

33. An apparatus for generating an overall rating that reflects the fitness of a set of seller's background information as compared to a set of buyer's job requirements, said apparatus comprising:

means for reducing the set of seller's background information into a plurality of seller knowledge elements;

means for reducing the set of buyer's job requirements into a plurality of buyer knowledge elements;

5 means for applying one or more weights to at least one common knowledge element that is common between said plurality of seller knowledge elements and said buyer knowledge elements; and

means generating the overall rating in accordance with said weighted at least one common knowledge element.

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34. The apparatus of claim 33, wherein said knowledge elements relate to a plurality of skills of the seller.

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35. The apparatus of claim 33, wherein said knowledge elements relate to an educational background of the seller.

36. The apparatus of claim 33, wherein said knowledge elements relate to a certification of the seller.

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37. The apparatus of claim 33, wherein said knowledge elements relate to a work experience background of the seller.

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38. The apparatus of claim 33, wherein said knowledge elements relate to a plurality of skills, an educational background, a certification, and a work experience background of the seller.

39. The apparatus of claim 33, further comprising a means for adjusting said overall rating in accordance with information provided by a third party service provider.

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40. The apparatus of claim 33, wherein said knowledge elements comprise a skill possessed by the seller, a role held by the seller or an industry knowledge possessed by the seller.

41. The apparatus of claim 33, wherein said applying means further assesses near miss knowledge elements.

42. The apparatus of claim 33, further comprising a means for adjusting 5 said overall rating in accordance with a freshness education level.

43. The apparatus of claim 33, further comprising a means for adjusting said overall rating in accordance a penalty measure that correlates to an accruement of missing buyer knowledge elements.

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44. A computer-readable medium having stored thereon a plurality of instructions, the plurality of instructions including instructions which, when executed by a processor, cause the processor to perform the steps comprising of:

- 15 a) reducing the set of seller's background information into a plurality of seller knowledge elements;
- b) reducing the set of buyer's job requirements into a plurality of buyer knowledge elements;
- c) applying one or more weights to at least one common knowledge 20 element that is common between said plurality of seller knowledge elements and said buyer knowledge elements; and
- d) generating the overall rating in accordance with said weighted at least one common knowledge element.

25 45. The computer-readable medium of claim 44, wherein said knowledge elements relate to a plurality of skills of the seller.

46. The computer-readable medium of claim 44, wherein said knowledge elements relate to an educational background of the seller.

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47. The computer-readable medium of claim 44, wherein said knowledge elements relate to a certification of the seller.

48. The computer-readable medium of claim 44, wherein said knowledge 35 elements relate to a work experience background of the seller.

49. The computer-readable medium of claim 44, wherein said knowledge elements relate to a plurality of skills, an educational background, a certification, and a work experience background of the seller.

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50. The computer-readable medium of claim 44, further comprising the step of:

e) adjusting said overall rating in accordance with information provided by a third party service provider.

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51. The computer-readable medium of claim 44, wherein said knowledge elements comprise a skill possessed by the seller, a role held by the seller or an industry knowledge possessed by the seller.

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52. The computer-readable medium of claim 44, wherein said applying step c) comprises the step of:

c1) assessing near miss knowledge elements.

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53. The computer-readable medium of claim 44, further comprising the step of:

e) adjusting said overall rating in accordance with a freshness education level.

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54. The computer-readable medium of claim 44, further comprising the step of:

e) adjusting said overall rating in accordance a penalty measure that correlates to an accruement of missing buyer knowledge elements.